

**REPORT/RECOMMENDATION TO THE BOARD OF SUPERVISORS
OF SAN BERNARDINO COUNTY, CALIFORNIA
AND RECORD OF ACTION**

Revised

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July 29, 2003

FROM: MARK H. UFFER, Director
Arrowhead Regional Medical Center

SUBJECT: AGREEMENT WITH PREMIER MEDICAL TRANSPORTATION, INC. FOR NON-EMERGENCY MEDICAL TRANSPORTATION

RECOMMENDATION: Approve an agreement with Premier Medical Transportation, Inc. for non-emergency medical transportation services for the period August 1, 2003 through June 30, 2006 for a total amount not-to-exceed \$175,000.

BACKGROUND INFORMATION: This agenda item recommends the approval of an Agreement with Premier Medical Transportation, Inc. for the provision of non-emergency medical transportation services to Medical Center patients requiring transfer to another location.

State and Federal mandates require that when a specialized healthcare facility with the ability to provide a patient with a higher or specialized level of care (e.g. skilled nursing care, inpatient rehabilitation therapy, radiation therapy, etc.) is contacted by an admitting hospital that is unable to provide necessary care for a patient, the specialized healthcare facility must accept the transfer of the patient. In order to facilitate the transfer of the patient the Medical Center must enter into an agreement(s) with medical transportation companies to ensure a smooth transition of the patient from the Medical Center to the identified facility.

On January 11, 2000, the Board of Supervisors authorized the County Purchasing Department to increase an existing Purchase order with Health-Link Medical Transportation from \$25,000 to \$60,000 for transportation of the Medical Center's non-emergency patients. At that time, it was indicated that this was an interim measure until the Medical Center could return to the Board of Supervisors with an agreement for their approval.

On May 2, 2000, the Medical Center returned to the Board with two agreements for non-emergency medical transportation services. The Board approved Agreement Nos. 00-258 and 00-259 with Goodfaith Medical Transportation Company, Inc. and Health-Link Medical Transportation Corporation, respectively, for a three-year period. These Agreements were set to expire April 30, 2003.

As permitted by County Policy 11-05, on February 18, 2003, the Medical Center released an informal Request for Proposals (RFP) for the provision of non-emergency medical transportation for Medical Center patients. On March 4th, three vendors, Goodfaith Medical Transportation Company, Inc., Premier Medical Transportation, Inc., and Secure Transport attended the mandatory pre-proposal conference. The Medical Center received proposals from Goodfaith Medical Transportation Company, Inc. and Premier Medical Transportation, Inc. Health-Link indicated they were no longer able to provide transportation services for the Medical Center.

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The Clinical Social Work and Material Management Departments met to conduct the initial review of the RFPs. A recommendation was presented to the Medical Center's Administration, which concurred with the committee's recommendation to pursue agreements with both Goodfaith and Premier. Both vendors offered competitive pricing and have extensive experience in the medical transport field. Negotiations with both Goodfaith and Premier resulted in the same rates for non-emergency medical transportation.

On April 29, 2003, the Board of Supervisors approved Amendment No. 1 to Agreement No 00-258 with Goodfaith, extending the term of the Agreement to July 31, 2003 while contract negotiations were in place.

The Medical Center is requesting the Board to approve an agreement with Premier Medical Transportation, Inc. to provide non-emergency medical transportation to Medical Center's patients in need of medical transport. At this time the Medical Center is still negotiating contract terms with Goodfaith and plans to return to the Board within the next month to request approval of a new agreement with Goodfaith.

All transports will be pre-approved by the Medical Center's Clinical Social Work or Case Management Departments. By contracting with two vendors, as has been the case in the past, it allows the Medical Center to provide optimal and timely care to transport patients in need of a specialized level of care not provided by the Medical Center.

REVIEW BY OTHERS: This item has been reviewed by County Counsel (Charles J. Larkin, Deputy County Counsel) on July 9, 2003, and HSS Administration (Carol Hughes, Administrative Analyst) on July 17, 2003.

FINANCIAL IMPACT: Approval of the Agreement with Premier Medical Transportation, Inc. will result in a cost to the Medical Center of an amount not-to-exceed \$175,000. It is anticipated the Medical Center will spend approximately \$55,000 for FY 2003/04 and approximately \$60,000 for FYs 2004/05 and 2005/06. These funds are available in the Medical Center's FY 2003/04 budget and will be included in the 2004/05 and 2005/06 budget proposals. Due to fluctuating patient volume it is difficult to determine an exact amount the Medical Center will expend each year, therefore the Medical Center requests an amount not-to-exceed \$175,000.

COST REDUCTION REVIEW: The County Administrative Office has reviewed this agenda item and recommends this action as it imposes no local county costs and these services are necessary for the health and safety of the Medical Center's patients. Services provided by the vendor will be used to facilitate the transfer of patients to specialized levels of care as required by State and Federal mandates.

SUPERVISORIAL DISTRICT(S): All

PRESENTER: Mark H. Uffer, Director, Arrowhead Regional Medical Center, 580-6150

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